Procurement Options to Support Energy Reduction

NORTH CENTRAL TEXAS COUNCIL OF GOVERNMENTS

JULY 16, 2020

Moderator: Lori Clark, Air Quality Program Manager & DFW Clean Cities Coordinator

Housekeeping Reminders:
- Keep Lines Muted!
- Chat Questions As Needed
Who and What is NCTCOG?

Voluntary association of local governments

Established in 1966

Assists local governments in:
- Planning for common needs
- Cooperating for mutual benefit
- Recognizing regional opportunity
- Resolving regional programs
- Making joint decisions

One of 24 COGs in Texas

www.nctcog.org or www.txregionalcouncil.org
NCTCOG Energy Efficiency and Energy Management Resources

Webinar Recordings
Workshop Presentations
Toolkits
White Papers
Case Studies
Best Practices
Videos
Training Presentations

Sign-Up for Email Updates

www.conservenorthtexas.org
www.gosolartexas.org
www.dfwcleancities.org
Polling Questions
Recap From Prior Webinar (May 12, 2020)

Guaranteed Energy Savings Performance Contracting—Procurement Methodology

Tax-Exempt Lease Purchase Finance Agreement—Financing for Public Entities

SECO LoanSTAR—Loan Program for Public Entities
https://comptroller.texas.gov/programs/seco/funding/101819/

Property Assessed Clean Energy—Financing Mechanism for Private Entities
http://texaspaceauthority.org/

Statewide Responses, Compiled by SPEER

- Completed
- In Progress
- N/A
- No Answer
- Planned
FREE Resources Available from State Energy Conservation Office

Remote Energy Assessments
Preliminary Energy Assessments
Technical Assistance

https://comptroller.texas.gov/programs/seco/programs/local/
Example of Preliminary Energy Assessment Findings

www.conservenorthtexas.org, search “PEAs”

**Recommendations:**
- Interior Lighting Retrofit
- Interior Lighting Controls
- HVAC Night Setback

All Include Cost Estimates, Projected Energy Savings, and Years to Payback
Today’s Speakers

Jennifer Sanders  
Cofounder & CEO  
InnoCity Partners, LLC

Gerard MacCrossan  
Data Management,  
Analytics & Technology Manager

Daniel Kinsey  
Term Contract Development  
Team Lead

Craigan Johnson  
Purchasing Supervisor  
NCTCOG & SHARE Cooperative Purchasing Program

Cofounder & Executive Director  
Dallas Innovation Alliance  
North Texas Innovation Alliance  

Texas Comptroller’s Statewide Procurement Division
Introduction
From Dallas to North Texas

Building on Demonstrated Success, Expertise, and Collaboration

Dallas Innovation Alliance

Regional focus. Global thinking.
Our Mission

To create the most connected, smart, and resilient region in the country.

NTXIA
NTXIA MEMBERSHIP
(AS OF MAY 27TH)
Envisioning Smart Cities & Smart Regions
Structure

• Independent
• Nonprofit [501(c)3]
• Public-private partnership (P3)

Vision

• To support a resilient and equitable future by finding innovative solutions that improve quality of life, inclusive economic growth and resource efficiency.
Opportunity Overview: Smart Cities & Smart Regions
Why a Regional Approach is Critical

- Blurring Geographic Boundaries
- Aging Infrastructure and Depleted Natural Resources
- Extreme Weather Events & Health Crises
- Workforce Pipeline and Upskilling
- Population Inflow
- Technology Implementation & Challenges
CONSORTIUM STRUCTURE

Leadership Council

- Strategic Advisory Committees
- Industry Board of Advisors
- Strategic Opportunity Team

- Research & Evaluation
- Workshops & Training
- Community Engagement
P3 model expedites execution of pilot programs and data-driven learnings on emerging technologies and infrastructure solutions.

Active voice in establishment of regional standards and best practices on topics including data sharing, standards, policy priorities, citizen engagement.

Access to central portal and repository of regional initiatives, learnings and resources.

Opportunity to leverage NTXIA negotiated partner licenses, SME resources, etc.
NTXIA Value Drivers & Target Outcomes
<table>
<thead>
<tr>
<th>Year One Priorities &amp; Outcomes</th>
</tr>
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<tbody>
<tr>
<td>Membership, Governance, Funding</td>
</tr>
<tr>
<td>Actionable Inventory of Projects and Entities</td>
</tr>
<tr>
<td>Co-create Strategic Priorities and Action Plan</td>
</tr>
<tr>
<td>Workshops &amp; Education Sessions</td>
</tr>
<tr>
<td>PR Strategy &amp; Elevated National Awareness</td>
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Key Stakeholder Groups

Residents

Cities

Industry

North Texas Region
**VALUE PROVIDED**

**To Residents**
- Increased value per tax dollar spent
- Improved UX across service jurisdictions
- Increased access to modern services and solutions

**To Cities**
- Cost and operational efficiencies through economies of scale, common metrics
- Organic opportunities for cross-jurisdictional innovation
- Honest, unbiased evaluation of tested solutions
- Protected space for open feedback and discussion of needs, lessons learned
- Need-driven education and skills-capacity support
VALUE PROVIDED

<table>
<thead>
<tr>
<th>To Industry</th>
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<tr>
<td>• Region-wide solution &amp; service guidelines</td>
</tr>
<tr>
<td>• Fewer meetings and upfront insight on solution/use case priorities</td>
</tr>
<tr>
<td>• Reduced approval and procurement delays</td>
</tr>
<tr>
<td>• Regional lens for partnerships and corporate social responsibility</td>
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<table>
<thead>
<tr>
<th>To North Texas Region</th>
</tr>
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<tbody>
<tr>
<td>• Dedicated shepherd for federal funding that benefits regional submissions</td>
</tr>
<tr>
<td>• Filled gap in regional innovation leadership through position as a neutral convener</td>
</tr>
<tr>
<td>• Expertise in evaluating new solutions through lens of existing solution landscape</td>
</tr>
<tr>
<td>• Provide needed workshops and education to inform and empower consortium members</td>
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Procurement Vision & Best Practices
Regional Procurement Vision

Utilize speed-to-market structure of NTXIA to stress-test solutions and start small (literally and figuratively) to leverage up.

Ease and lesson time burden on locating existing contracts - both through expanded repository and internal training.

Fully leverage available legacy tools, funding schedules and sources.

Explore evolving P3 opportunities, particularly as they relate to a portfolio approach in deployment.
Streamline and expedite MOUs/LOAs between public entities to move collective projects/RFPs forward in more cost and time efficient manner. Read: Lock up the lawyers.

Co-create regional RFPs for interoperability/standardization and purchase power

Replicate and/or expand the regional cooperative concept

Explore evolving P3 opportunities, particularly as they relate to a portfolio approach in deployment
A cluster of small cities streamlined the LOA and contracting process to undertake full infrastructure assessment and feasibility planning. This will set the stage for collaborative purchasing expediencies in execution. Larger cities have sought to replicate this structure.

Translate collaborative purchasing successes primarily held within transportation agencies toward the energy space. [Sacramento, Grand Rapids]

Watch, wait and expand on outcomes of California’s RFI2: What makes RFI2 unique is that the state outlines a problem to be solved rather than deciding on a solution and asking vendors for bids. Collaborative P3 teams including startups, universities and nonprofits were highly encouraged. The first two contracts were awarded just 8 months after its launch, and any approved proposal can be bought directly by cities across the state.
FURTHER DISCUSSION AND QUESTIONS

PLEASE CONTACT

Jennifer Sanders

• Cofounder, North Texas Innovation Alliance
• jsanders@ntxia.org
• (214) 909-0400
Statewide Procurement
Serving Texas Governments

Gerard MacCrossan — Data Management, Analytics & Technology
Daniel Kinsey — Term Contract Development

North Texas Council of Governments — July 16, 2020
Statewide Procurement Division

- Central authority for state procurement
- Establishes contracts for non-IT commodities and services
- 600-700 active contracts
  - Texas SmartBuy (Term)
  - TXMAS (Texas Multiple Award Schedules)
  - Managed Contracts – mostly services
  - State Use Program (WorkQuest & TCI)
Texas SmartBuy Membership

- Cooperative Program created in 1987 for local governments
- For $100 annually, local governments can become Texas SmartBuy Members
- Leveraging statewide contracts streamlines the procurement process
- FY20: 1,100 Members using SPD contracts
  – $65.3 Million across 161 contracts
Texas SmartBuy Member Benefits

• State Level Best Value
• TXMAS contract discount opportunities
• No fee per purchase order for buyers
• No spend threshold to receive best value
• Save on fuel with quarterly rebates
• Save on travel expenses: rental car, hotel, air
Texas SmartBuy Member Spending

Top 3 contracts by spend: Records management, MRO and fleet

<table>
<thead>
<tr>
<th>Total Amount of Purchases</th>
<th>Participating Entity Count</th>
<th>Purchase Order Count</th>
<th>Contract Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>$65,392,449</td>
<td>1,081</td>
<td>39,418</td>
<td>161</td>
</tr>
</tbody>
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Type of Entity: 
- Search by Entity Name

Where are they located?

Zip: 75104
City: CEDAR HILL
Name: CITY OF CEDAR HILL
Amount Spent: $96,012

Which contracts do local entities participate in?

<table>
<thead>
<tr>
<th>Contract #</th>
<th>FY 2020</th>
</tr>
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<tbody>
<tr>
<td>TXMAS-18-3602</td>
<td>$10,019,272</td>
</tr>
<tr>
<td>TXMAS-18-51V06</td>
<td>$11,339,669</td>
</tr>
<tr>
<td>070 A1</td>
<td>$5,068,660</td>
</tr>
<tr>
<td>748 S1</td>
<td>$3,959,959</td>
</tr>
<tr>
<td>748-A1</td>
<td>$2,242,242</td>
</tr>
<tr>
<td>TXMAS-18-7111</td>
<td>$2,127,281</td>
</tr>
<tr>
<td>TXMAS-18-51V03</td>
<td>$2,979,036</td>
</tr>
<tr>
<td>TXMAS-18-51V07</td>
<td>$3,933,073</td>
</tr>
<tr>
<td>380-11</td>
<td>$3,228,412</td>
</tr>
<tr>
<td>380 A1</td>
<td>$2,126,555</td>
</tr>
<tr>
<td>TXMAS-18-51V08</td>
<td>$3,070,349</td>
</tr>
<tr>
<td>TXMAS-17-7106</td>
<td>$3,089,209</td>
</tr>
<tr>
<td>TXMAS-18-51V09</td>
<td>$940,164</td>
</tr>
<tr>
<td>TXMAS-18-51V04</td>
<td>$752,540</td>
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</tbody>
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Which local entities are participating?

<table>
<thead>
<tr>
<th>Entity #</th>
<th>Name</th>
</tr>
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<tbody>
<tr>
<td>C0810</td>
<td>FREESTONE COUNTY</td>
</tr>
<tr>
<td>C0840</td>
<td>GALVESTON COUNTY</td>
</tr>
<tr>
<td>C0860</td>
<td>GILLESPIE COUNTY</td>
</tr>
<tr>
<td>C0880</td>
<td>GOLLAD COUNTY</td>
</tr>
<tr>
<td>C0911</td>
<td>GRAYSON COUNTY</td>
</tr>
<tr>
<td>C0920</td>
<td>GREGG COUNTY</td>
</tr>
<tr>
<td>C0930</td>
<td>GRIMES COUNTY</td>
</tr>
<tr>
<td>C0940</td>
<td>GUADALUPE COUNTY</td>
</tr>
<tr>
<td>C1000</td>
<td>HARDIN COUNTY</td>
</tr>
<tr>
<td>C1010</td>
<td>HARRIS COUNTY</td>
</tr>
<tr>
<td>C1020</td>
<td>HARRISON COUNTY</td>
</tr>
<tr>
<td>C1050</td>
<td>HAYS COUNTY</td>
</tr>
<tr>
<td>C1070</td>
<td>HENDERSON COUNTY</td>
</tr>
<tr>
<td>C1080</td>
<td>HIDALGO COUNTY</td>
</tr>
<tr>
<td>C1110</td>
<td>HOOD COUNTY</td>
</tr>
</tbody>
</table>
Navigating txsmartbuy.com

- Search catalog
- Search or Browse Contracts
- Contact vendors or SPD's **contract managers** with contract questions
- Contact **SPD support** for help navigating **Texas SmartBuy**.
Example TXMAS Contracts of Interest

- TXMAS base contracts bid by another entity — GSA or a cooperative such as NASPO ValuePoint, and a Texas contract awarded with Texas terms and conditions.
  - Indoor and Outdoor Lighting Fixtures - TXMAS-19-5603
  - Facilities Maintenance & Management – TXMAS 17-03FAC06
  - Electric vehicles – TXMAS-17-7802
Term Contracts of Interest

• Term or Managed contracts have been competitively solicited by SPD
  • Utility Invoice Processing – 958-M2
  • Fleet Trucks and Automobiles – 070-A1

Fleet Vehicles

• 2,344 separate entities used the Fleet contract during FY17 – FY19
• Includes almost every State agency and many Co-ops
Purchasing Fleet

• People Movers
  o Cars
  o SUVs
  o Vans

• Trucks
  o Light, Medium, Heavy Duty
  o Cab and Chassis
  o Cut-away

• Search for desired contract vehicles and options
• See locked-in pricing
Future of fleet

- SPD moving from two-year fleet awards to one-year
- Multiple brands and models awarded to provide best value choice for customers

- Dynamic and constantly changing market
  - New safety features
  - Greater efficiency
    - full-size hybrid
    - all-electric pickups
Other Purchasing Options

• IT Commodities and Services contracts
  – Texas Department of Information Resources

• Texas is a member of the NASPO ValuePoint purchasing cooperative
  – Contracts are competitively bid by a lead state
  – States can sign statewide participating agreements or authorize Texas SmartBuy Members to participate
Q&A

Contact us:
Gerard MacCrossan
Data Management, Analytics & Technology Manager. (512) 463-4468
Daniel Kinsey
Statewide Contract Development Team Lead, (512) 463-3874

SPD Resources:
• Statewide Procurement Division: Comptroller.Texas.Gov/Purchasing
• Texas SmartBuy: TxSmartBuy.com
SHARE is a Cooperative Purchasing Program of the North Central Texas Council of Governments located in Arlington Texas.

The SHARE Program is the direct outcome of local governments in the 16-county region partnering to identify specialized needs and develops solutions through collaboration and cooperative purchasing.

The benefits of this collaboration were recognized beyond the NCTCOG region, and are now SHARED to all public and not-for-profit agencies!
How to Participate in the SHARE Program

Who can join?

- Any public or non-profit organization in the United States.

Why Join?

- This is NO-COST service with access to some of the BEST IN CLASS contracts! SHARE is a Public Cooperative staffed with public purchasing agents. Our specialty is to help Public Agencies stand up cooperative programs that presently do not exist or are insufficient. Do you need a cooperative contract option? We can help you get one!

How to Join?

- Just download and execute our Interlocal Agreement located on the SHARE website and email it to us.
- This process usually only takes 2-3 business days from the time we receive the executed contract by organization.

Want to Know if You’re Already a Participating SHARE Organization?

- Visit our Participating Organizations webpage and see if you’re able to take advantage of our offerings immediately!
SHARE’s Energy Conscious Solutions

- SHARE/NCTCOG promotes the implementation of green or sustainable infrastructure in the region to help reduce carbon emissions, urban heat islands, and stormwater runoff. Types of green project initiatives include LED and solar lighting, and the creation of our Regional Solution Alternative Fuel Vehicles and Infrastructure.

- Further, the following energy efficient or energy neutral options are also available today:
  - Electric Vehicles
  - Electronic Vehicle Supply Equipment (EVSE)
  - Compressed Natural Gas (CNG) Vehicles and Equipment
  - Propane Auto Gas (LPG) Vehicles and Equipment
  - Alternative Energy Solutions

- SHARE is proud to offer these Associated Contracts and other solutions by way of our partnership with Sourcwell.
How SHARE Can Help Your Organization Find A Solution that Works for You

• SHARE strives to create and host unique contract solutions not presently available on cooperative programs. Each contract is the product of a need from the public sector, and we SHARE them for the benefit of public and non-profit agencies. This is What Sets Us Apart from a public needs standpoint. SHARE has provided custom services to numerous cities and agencies within the Metroplex such as:
  • The City of Dallas
  • The City of Fort Worth
  • City of University Park
  • Workforce Solutions of North Central Texas

• Our dedicated purchasing staff are knowledgeable and can assist with finding a solution that will work for you. If there isn’t a solution, we can create one for you. We are your public sector procurement resource!

• Gone are the days of searching multiple Cooperatives looking for a solution that is only ‘good enough’.

• Let SHARE be your one-stop-shop for all your procurement needs!

www.northtexasshare.org  northtexasshare@nctcog.org  817-704-5696
Is public procurement getting you down? Are you wasting precious time and resources trying to procure goods and/or services in compliance with local and federal regulations? Are you a buyer or purchasing professional? If so, help is only a click or call away!

Let SHARE’s knowledgeable purchasing staff help you with our hands-on approach to solving all your procurement needs. We’re available Monday - Friday 8:00am to 4:30pm CST.

Email us at northtexasshare@nctcog.org
Call us at 817-704-5696
Visit our website at northtexasshare.org
Follow us on LinkedIn https://www.linkedin.com/company/sharecooperative
WE at SHARE/NCTCOG
THANK YOU!!!
For More Information

Presentations, webinars, and training opportunities posted at www.conservenorthtexas.org

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